

Message Text

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15

ACTION EB-07

INFO OCT-01 ARA-06 ISO-00 CIAE-00 COME-00 DODE-00 DOTE-00

FMC-01 INR-07 NSAE-00 CG-00 OFA-01 DLOS-03 L-02 /028 W

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R 151900Z MAY 75

FM AMEMBASSY GUATEMALA

TO SECSTATE WASHDC 6770

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E.O. 11652 N/A

TAGS: EWWT, GT

SUBJECT: DELTA/FLOMERCA SHIPPING PROBLEM

REF: STATE 110485

1. LOCAL DELTA REP. ADVISED EMBOFF THAT ARMAGUA HAS DENIED
WAIVER FOR ANOTHER SHIPMENT CARRIED BY DELTA IN APRIL.

2. RE PROMISED GOG ACTION RESOLVE WAIVER PROBLEM, EMBASSY
UNDERSTANDS THAT FOREIGN MINISTRY OFFICIAL ASKED FLOMERCA
IF THERE WAS ANYTHING THAT FLOMERCA COULD DO TO HAVE
ARMAGUA CHANGE ITS POSITION IN WAIVER DENIAL CASES. FLOMERCA
OFFICIALS REPLIED NEGATIVELY. MEANWHILE, DURING COURSE OF
DINNER MEETING ON 5/14, ECON MINISTER PALOMO TOLD ECON
COUNSELOR THAT HE HAD LOOKED INTO SHIPPING PROBLEM AND
THAT IT APPEARED TO BE ON ROAD TO SETTLEMENT. GIVEN FACT
THAT AS OF 5/15 DIRECTOR OF INDUSTRIAL POLICY GUALARTE
(WHOSE OFFICE OVERSEAS WAIVER ISSUANCES) HAD NOT BEEN
CONSULTED ON THE WAIVER PROBLEM BY ANY GOG OFFICIAL.
PALOMO'S STATEMENT WOULD SEEM TO SUGGEST GOG IS STILL
UNCOORDINATED ON THIS ISSUE.

3. APART FROM FOREGOING AND WITH REFERENCE TO CURRENT
DELTA-FLOMERCA NEGOTIATIONS IN MIAMI, LOCAL DELTA REP.
REPORTED THAT RELIABLE FLOMERCA SOURCE TOLD HIM
THAT FLOMERCA'S NEW YORK LAWYERS WERE NOW ADVISING COMPANY
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TO REACH AGREEMENT WITH DELTA BECAUSE "DELTA HAS A LOT

OF POLITICAL MUSCLE IN THE U.S."

4. COMMENT: IF DELTA AND FLOMERCA DO REACH AN AGREEMENT
IN MIAMI, THIS WOULD OBVIATE THE NEED IN THE FUTURE FOR
ARMAGUA OR ANY OTHER EVENTUAL GUATEMALAN FLAG LINE TO
GRANT WAIVERS FOR CARGO CARRIED BY DELTA; THEREFORE,
THIS THORNY SHIPPING PROBLEM WOULD BE RESOLVED.
MELOY

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